



UNIVERSITÀ  
DEGLI STUDI DI MILANO-BICOCCA

## SYLLABUS DEL CORSO

### Strategie di Internazionalizzazione

2324-2-E1601N071

---

#### Learning objectives

INTERNATIONAL MANAGEMENT  
*Knowledge and understanding*

The course is aimed at providing participants with advanced analytical and managerial tools.

The course presents the founding principles of Management by adopting a strategic managerial approach fitted in a national and international context.

*Applying knowledge and understanding*

The theoretical and practical knowledge acquired will enable the student to :

critically analyze the various economic sectoral national and international phenomena;

identify and treat the economic, social and competitive the different strategic choices ;

propose efficient solutions to complex problems and argued ;

identify the essence of a problem and apply general principles to specific cases

#### Contents

INTERNATIONAL MANAGEMENT

The first module of the course aims at answering to some fundamental questions: Why are companies successful? How can companies measure their success? How do companies build their success over time? How can a

company replicate its success in the space and grow successfully in international markets? Is today's success sustainable in the future? How can companies facing troubles turnaround and return to profitability? The course has been designed to provide an answer to the previous questions and stimulating active learning based on case discussion and group activities involving students.

## **Detailed program**

### INTERNATIONAL MANAGEMENT

The list of the topics covered in the course is provided below:

- What is strategy: a comparison of definitions
- International strategies
- Strategic decisions and operating profitability
- The evaluation of entrepreneurial formula
- Industry structure analysis: dynamic and static vision
- Competitive strategies
- Building and sustaining a competitive advantage based on differentiation
- Strategy based on cost advantage and focalization strategies
- Resources and competencies and sustainable competitive advantage
- Globalization, competitive dynamics and consumer purchasing behaviour
- Managing sales: product and price
- Managing sales: distribution and communication
- Managing sales on international markets (International markets marketing mix)
- Entry strategies in international markets

## **Prerequisites**

Basic knowledge of business administration

## **Teaching methods**

Lectures, case discussion and group projects classes.

## **Assessment methods**

### ***MODE A***

According to MODE A students attend classes preparing for the discussion of cases and carries out the field project in group.

### ***Discussion of cases***

Each business case is discussed in plenary sessions. The case analysis should allow students to understand the following points:

- a) Fundamental characteristics of the business and / or sector treated;
- b) Problem under discussion;
- c) Identification of strategic alternatives available;
- d) Evaluation of alternatives (pros and cons);
- e) Proposed strategy (which alternative?).

### ***Field project: Sector / country analysis***

The objective of the project is to carry out an in-depth analysis of a sectorial context with traditional strategic analysis tools (five forces, main competitors, business models, ...) in a country. The project helps participants, first of all, to develop the ability to find and process data and analyze the internal structure of a sector; secondly, it allows to appreciate the differences in the competitive environment that a sector can have within different national contexts. The work is carried out in groups (minimum 3 - maximum 5 participants)

Each group will agree with the teacher the combination of sector / country. The seminar includes an intermediate session of discussion by the teacher with each group for the verification of the methodology.

The result of the group work will be a written report (maximum 15 pages plus attachments) that will be presented by each group within the last session (10-15 minutes per presentation). The classroom will vote for the best presentation that will receive an additional score.

The vote of the project and the qualification of attending are valid until the last appeal scheduled for the academic year 2023-2024 (September). Attending students cannot sit the exam with non-attending students until their status expires.

Students will be evaluated as follows:

- Individual activity (Written exam): 60 points
- Team activity (Field Project): 40 points
- Total score: 100 points

Written exam. The written exam will take place in the regular exam sessions and will be divided into two parts: a part dedicated to business cases, mainly based on analysis and discussion in the classroom; a part dedicated to the theory, based on the lessons and readings assigned. The written test can include multiple choice questions, open questions, analysis of a case or an article assigned during the exam.

### **MODE B**

Students who choose Mode B do not attend classes and do not participate in group activities. They must take the written exam on the texts indicated for this modality.

Written exam. The written exam will take place in the regular exam sessions and will be divided into two parts: a part dedicated to the business cases available on the e-learning platform; a part dedicated to the theory, based on the lessons and readings assigned. The written test can include

## **Textbooks and Reading Materials**

For "INTERNATIONAL MANAGEMENT"

E. Marafioti , F. Perretti (a cura di), "Strategie di internazionalizzazione (4° edizione). Milano, Egea, 2020;

V. CODA, G. INVERNIZZI, P. RUSSO (a cura di), La strategia di business, Milano, McGraw-Hill, 2021

materiali in formato elettronico disponibili sulla piattaforma e-learning del corso.

In addition for not attending students: • J.P. PETER, J.H. DONNELLY, C.A. PRATESI, Marketing 6/ed., McGraw-Hill, 2017 (Cap. 2, 3, 6, 7, 9, 10 e 11) Marketing 7/ed., McGraw-Hill, 2020 (Cap. 2, 3, 7, 8, 9, 10, 11, 12).

## **Sustainable Development Goals**

QUALITY EDUCATION | DECENT WORK AND ECONOMIC GROWTH | INDUSTRY, INNOVATION AND INFRASTRUCTURE | RESPONSIBLE CONSUMPTION AND PRODUCTION

---